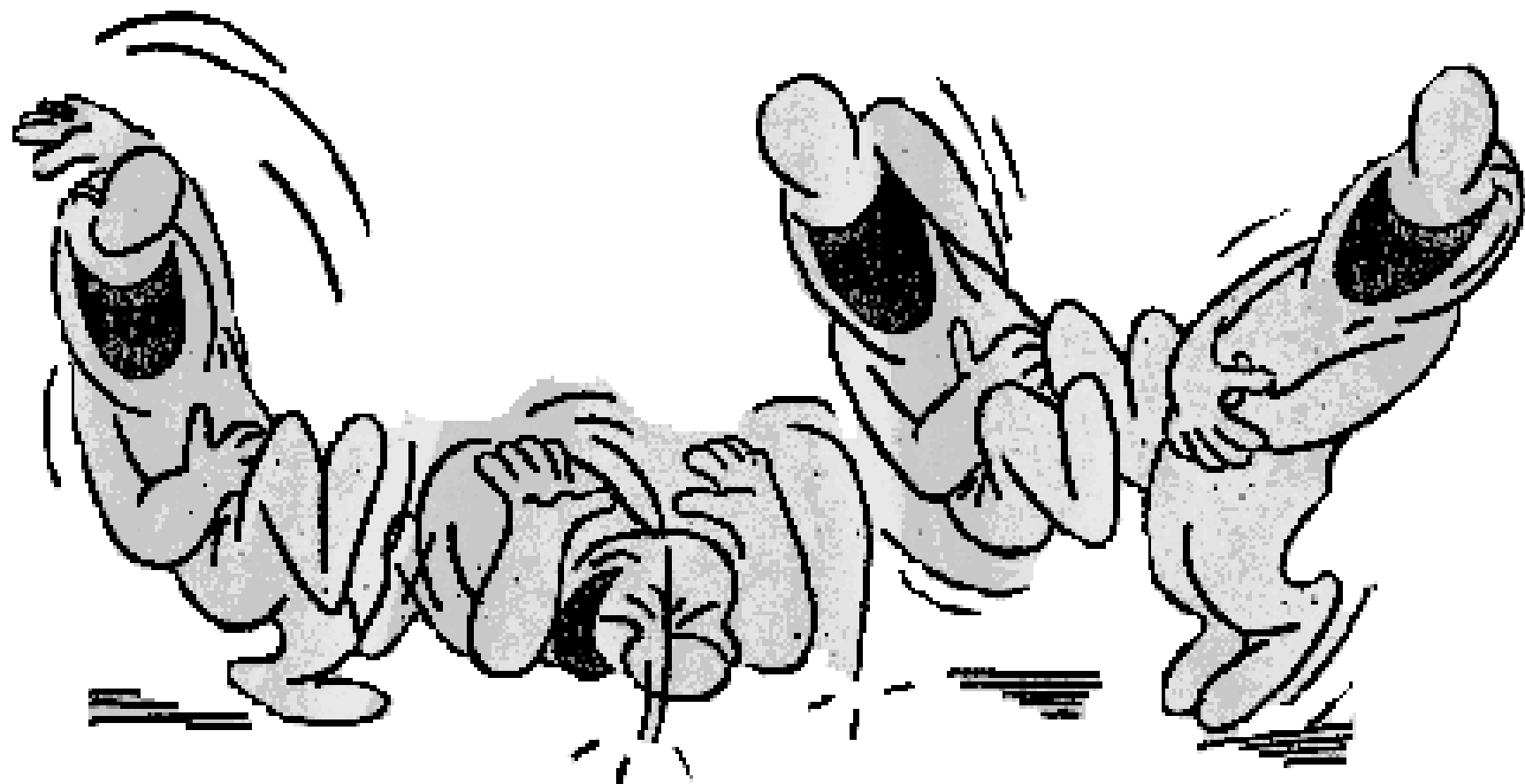


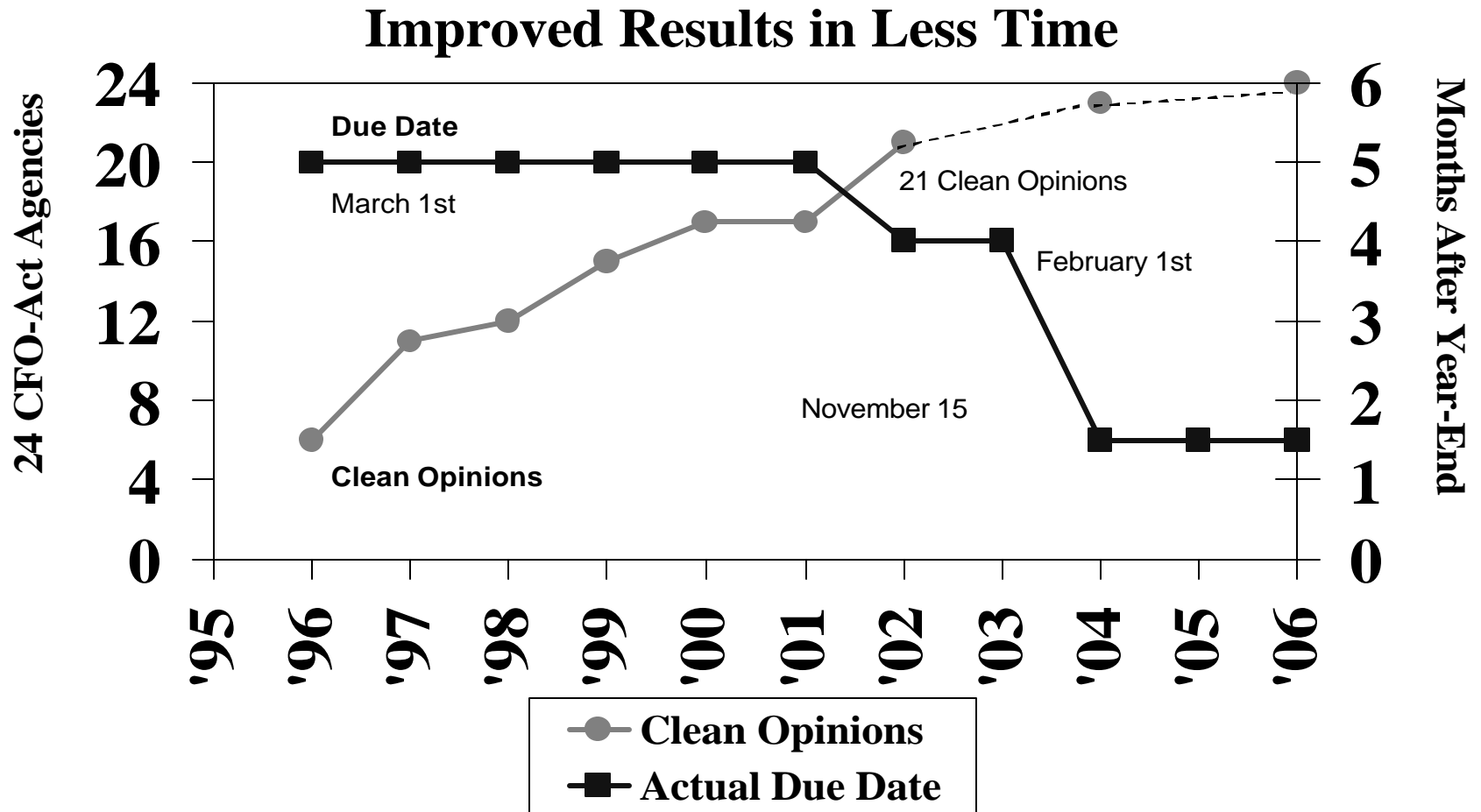
WHERE WILL  
YOUR AGENCY BE  
“Proud to be”  
BY JULY, 2004



YOU WANT IT WHEN ?



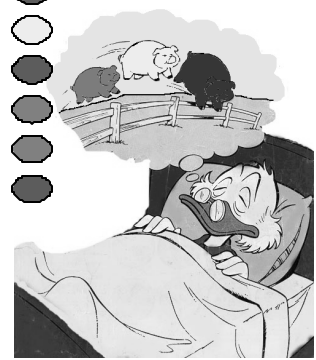
# '02 RESULTS



# Executive Branch Management Scorecard

## Financial Performance (Baseline - Current)

	Current Status						Progress							
	FY02 Q1	FY02 Q2	FY02 Q3	FY02 Q4	FY03 Q1	FY03 Q2	FY03 Q3	FY02 Q1	FY02 Q2	FY02 Q3	FY02 Q4	FY03 Q1	FY03 Q2	FY03 Q3
AGRICULTURE	●	●	●	●	●	●	●	○	●	●	●	○	○	●
COMMERCE	●	●	●	●	●	●	●	●	●	●	●	●	●	●
DEFENSE	●	●	●	●	●	●	●	●	●	●	●	●	●	●
EDUCATION	●	●	●	●	●	●	●	●	●	○	○	●	●	●
ENERGY	●	●	●	●	●	○	○	●	●	●	●	●	●	●
EPA	●	●	●	○	○	○	●	○	○	○	●	●	●	●
HHS	●	●	●	●	●	●	●	●	○	○	○	○	●	●
HUD	●	●	●	●	●	●	●	○	○	○	●	●	●	●
INTERIOR	●	●	●	●	●	●	●	○	○	●	●	●	●	○
JUSTICE	●	●	●	●	●	●	●	●	●	●	●	●	●	●
LABOR	●	○	○	○	○	○	○	○	●	●	●	●	●	●
STATE	●	●	●	●	●	●	●	○	●	●	●	●	●	●
DOT	●	●	●	●	●	●	●	●	●	●	●	●	○	●
TREASURY	●	●	●	●	●	●	●	●	○	●	○	○	●	○
VA	●	●	●	●	●	●	●	●	●	○	○	●	●	●
AID	●	●	●	●	●	●	●	○	○	○	○	○	●	○
Corps of Eng	●	●	●	●	●	●	●	●	○	○	○	●	●	●
FEMA	●	●	●	●	●	DHS	DHS	○	○	●	●	●	DHS	DHS
GSA	○	○	○	○	○	○	○	○	●	●	●	●	●	●
NASA	○	●	●	●	●	●	●	●	●	●	●	●	●	●
NSF	●	●	●	●	●	●	●	●	●	●	●	●	●	●
OMB	●	●	●	●	●	●	●	○	○	○	○	○	○	○
OPM	●	●	●	●	○	○	○	●	●	●	●	●	●	●
SBA	○	●	●	●	●	●	●	●	○	●	●	●	○	●
SMITHSONIAN	●	●	●	●	●	●	●	○	○	○	○	○	○	●
SSA	○	○	○	○	○	○	●	●	●	●	●	●	●	●



5

**We have been doing  
so much  
for so long  
with so little,  
that soon we'll be able to do  
everything  
with nothing  
forever.**

# **“PROUD TO BE”**

- **Clean Opinions, accelerated date met**
- **Civilian-only government-wide audit**
- **Resolve 50% of material weaknesses**
- **No more than 10% of agencies have ADA violations**
- **50% of all agencies comply with FFMIA**



# **“PROUD TO BE” - con’t**

- **25% of all agencies routinely use information for operating and decision-making**
- **All agencies report and track monthly financial performance metrics online**
- **Eliminate investments in redundant systems; migrate to standardized core software**
- **Reduce erroneous payments by \$3-5B**
- **Streamline grants: use e-grants to find and apply; require use of unique identifier**

# IS YOUR AGENCY AVERAGE?

- **Responsibly accounts for people's money**
- **Closes its books in 45 days with a clean opinion**
- **Has no repeat material weaknesses**
- **No ADA violations**
- **Tracks and reports key financial performance metrics monthly**
- **Has a program to reduce erroneous payments**





# PERFORMANCE AND RESULTS

- **What do I want to do?**
- **How am I going to do it?**
- **What do I need to do it?**
- **Am I on track to do it?**
- **How will I know I've done it?**



# PERFORMANCE: BASIC CAUSE AND EFFECT

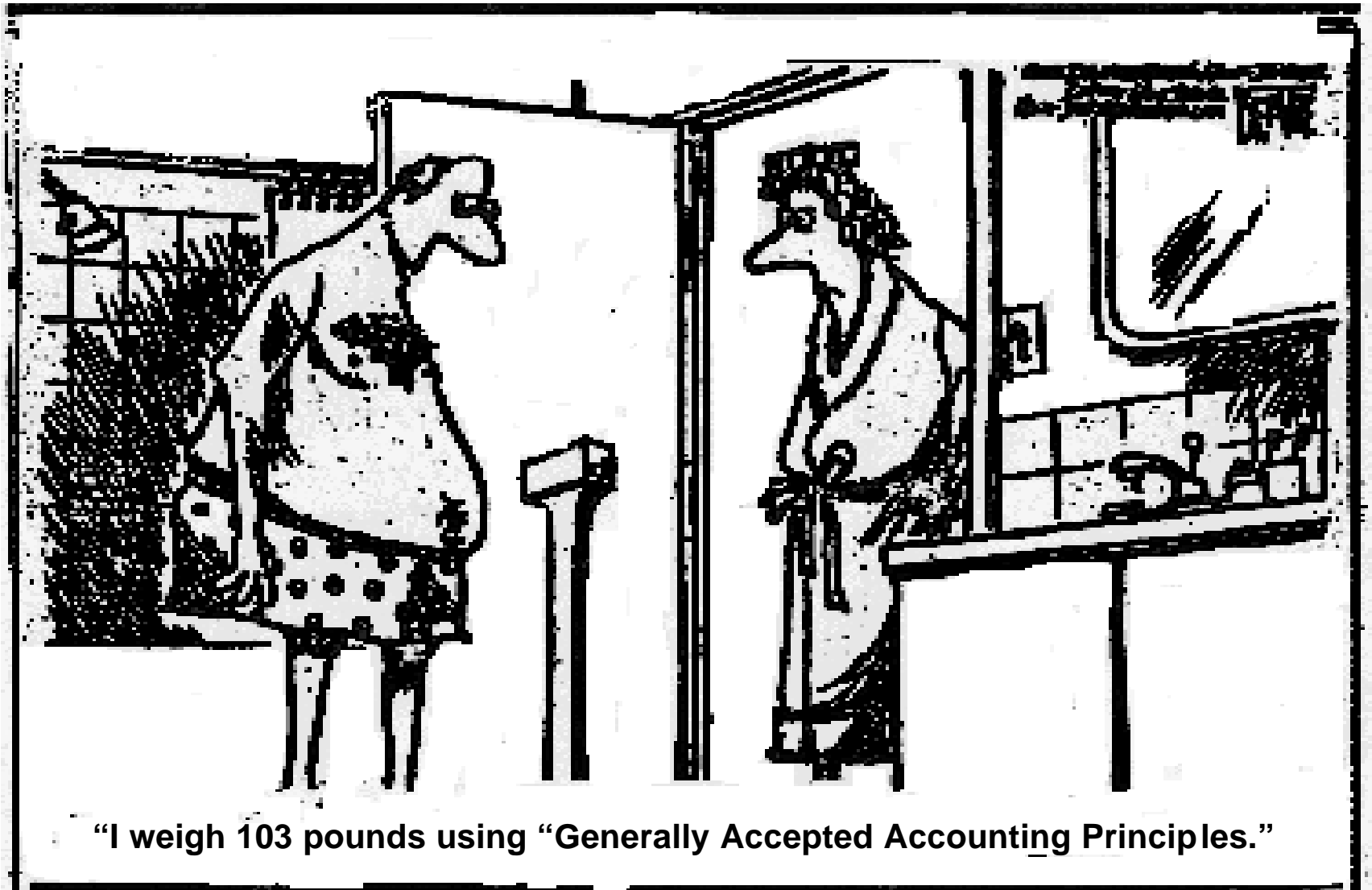
- **Understand the business**
- **Listen**
- **Clear definitions/expectations**
- **Appreciate difficult perspectives**



# WHEN DO YOU KNOW?

- **Closing is a non-event**
- **Same question/same answer**
- **Audit time/cost goes down**
- **Program managers want their data now**
- **Conference on financial management, not audit improvements**
- **Public/Hill perceives agency as fiscally responsible and fully accountable**
- **Measure and adjust current performance**
- **You have imitators**

# WHAT KIND OF PEOPLE? (WHAT KIND OF WORLD?)



# WHAT KIND OF PEOPLE? (WHAT KIND OF WORLD?)

- **Commitment (Sustainability)**
- **Educated/learned**
- **Agile**
- **Critical thinking**
- **Number intuition**
- **Cultural consideration**
- **Personal/Professional pride**
- **Chemistry**
- **Fun loving**



# REAL TIME PERFORMANCE

**Duck waddles into a store. ‘Got duck food?’**

**Guy says, ‘No, just dog and cat food.’**

**Next day, same duck, same store, same guy.**

**‘Say,’ says the duck, ‘ you got duck food?’**

**‘No duck food. Just dog and cat food.’**

**3rd day, same duck, same store, same guy.**

**“Got duck food?”**

**Guy grabs the duck, ‘One more time and I’m gonna nail your feet to the floor!’**

**Two days pass. Duck waddles into the store.**

**He looks at the guy.**

**Duck tilts his head, ‘Say, you got any nails?’**

**Guy looks at him.**

**‘No, I don’t have any nails.’**



**Duck nods, smiles and says,  
'Good how about duck food?'**

